

# THE Dental Trader

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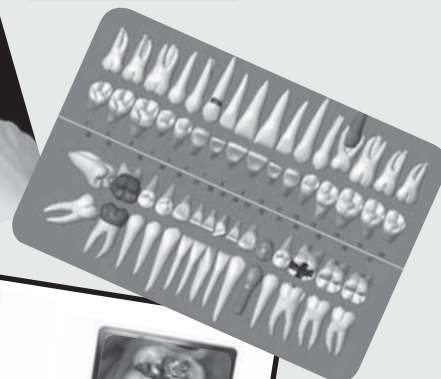
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**Experience** skilled, Hispanic female dentist, seeks hygiene position 1 or 2 days call 310 619 1151.

**DDS** for Visalia Office. PPOS HMOS and FFS. Please call us (559) 627-1111.

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**RDA/DA** with min three years experience needed full time for Westlake village office. call 818-657-9357.

**DENTAL OFFICE** NEED HISPANIC DENTIST WORK IN BAKERSFIELD F/T. SEND CV TO luismico1@hotmail.com.

**Periodontist needed** in office to perform implant and surgery immediately for los angeles locations. Call (310)384-4360.

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### FRESNO COUNTY

**FRESNO** - (3) op computerized G.P. Cash/Ins/PPO pts. Annual Gross Collections \$250K - \$300K on 2 days/wk. Can do much more full time. Seller to concentrate on primary practice. **[NEW]**

### KERN COUNTY

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eq't'd with a (5) op G.P. turn-key dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[SOLD]**

**BAKERSFIELD #28 - GENERAL PRACTICE, FREE STAND. BLDG. & APPROX. AN ACRE OF PRIME COMMERCIAL REAL ESTATE FOR SALE!** (2) op comput G.P., single use bldg. & approx. an acre of Prime Commercial Real Estate located on a main thoroughfare. Excell. exposure, visibility, signage & parking! Approx 30 years of Goodwill. 2013 Gross Collections approx \$100K very part time. Cash/Ins/PPO pts. Seller passed away suddenly. **[NEW]**

### LOS ANGELES COUNTY

**CALABASAS** - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eq't & build out. (4) ops eq't'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrux and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **[PENDING]**

**HOLLYWOOD** - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

**LOS ANGELES** - Upscale, (4) op turnkey office for sale or long term lease. Just built out & equipped w new eq't. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. Many built in referral sources. All preliminary work done. Just bring instruments & supplies, & build your upscale practice! **[PENDING]**

**SOUTH BAY** - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrux & Dexis s/w. Nice equipment. **[SOLD]**

**VAN NUYS/SHERMAN OAKS - Bldg. & Practice** - (5) op comput. G.P. (4) ops eq't'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[PENDING]**

**WEST L.A.** - (5) op comput. G.P. located in a strip center on a main thoroughfare with exposure, visibility and signage. Cash/Ins/PPO pts. Annual Gross Collect \$250K+ on 3 - 4 days per week. Seller retiring, but will assist with the transition. **[NEW]**

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### RIVERSIDE COUNTY

**TEMECULA** - (6) op comput. G.P. located in a freestanding bldg. on a main thoroughfare. Excellent exposure, visibility, monument signage and parking. Cash/Ins/PPO patient base. (10+) new pts/mos. 2013 Gross Collect. approx. \$800K. Modern equipment. Central nitrous, digital x-rays and CEREC. (26) years of Goodwill. Seller retiring but will assist with transition. **[NEW]**

### SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

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**RANCHO BERNARDO #1 - TURNKEY OFFICE! NO PTS.** Everything you need to see pts. Install a phone, & you are ready to go! (5) op comput. G.P. located on the first floor of a well known office plaza w easy fwy access. Reasonable rent. Excellent parking. **[NEW]**

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### TULARE COUNTY

**SAN JOAQUIN VALLEY** - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

### VENTURA COUNTY

**CAMARILLO** - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eq't. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[NEW]**

**EAST VENTURA COUNTY #2 - Bldg. & Practice** - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eq't'd.

**SIMI VALLEY** - (4) op computerized G.P. (2) ops eq't'd and (2) additional plumbed. Turnkey office with some included charts. Digital X-Rays and Pano. Located in a Shopping Center with exposure/visibility and signage. Seller presently working one day/week. Seller has no time for this one, and is selling to concentrate on his main office. **[NEW]**

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**Dentist needed** for private office in Garden Grove. Part time-flexible 2-4 days/month. Please send resume with salary requirements to kathleenmme@gmail.com.

**Dental office space** to rent in a nice upscale medical building. Please e-mail Jchua628@yahoo.com.

**Lancaster area** Dental Front Office position available. Experienced preferred. Send resume by FAX 661)723-2189 or phone 661)945-0929.

**Looking for experienced** front office/ Treatment coordinator for Non-HMO SF Valley office. Spanish a must. Call 818-667-4924. Email resume: Balboardentalcare@gmail.com.

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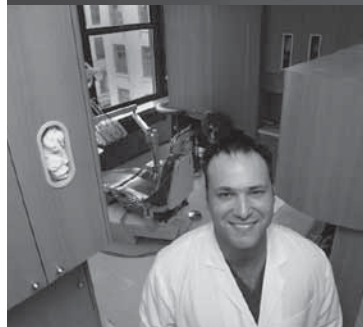
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## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Bakersfield, Camarillo, Costa Mesa, Glendale, Los Angeles, Montrose, Newbury Park, Newport Beach, Pasadena, Rancho Mirage, Simi Valley and Torrance

**NEWPORT BEACH FEE FOR SERVICE PRACTICE FOR SALE:** Practice collected \$2.1 million in 2013 and is on track to collect almost \$3 million this year. Net income in 2013 was over \$800,000 and the net so far this year exceeds \$100,000 per month. The practice has an oral surgeon and a periodontist placing implants which the seller restores. Seller does not place any implants and refers all endo. The office is newer with 6 year old equipment and is fully computerized with digital x-rays, panoramic x-ray, Cerec milling unit and Dentrux software. Asking \$1,595,000.

**SIMI VALLEY GENERAL PRACTICE FOR SALE:** Established in 1964, the current owner purchased the practice in 1988. The office has been remodeled with new equipment since then. The practice collects over \$600,000 per year on four days per week with four plus days of hygiene per week. Net income is over \$240,000 per year. The practice has no PPO's, no HMO's and does no advertising. Seller refers all endo, all perio, all oral surgery, and all ortho. Four equipped ops with four digital x-rays and full computerization with Practice Works software. Seller is the only dentist in a larger professional building. Pending disability forces sale. Asking \$450,000. **-PENDING AT FULL PRICE**

**GLENDAL/MONTROSE FEE FOR SERVICE PRACTICE FOR SALE:** Long established practice with 40 years of goodwill. Seller works 4.25 days per week with 4.25 days of hygiene per week. Very stable patient base and conservative treatment philosophy. Hygiene and diagnostic procedures represent 47.76% of the practice production, while endo and perio are each less than 1% and oral surgery is less than 2%. No advertising, no HMO, no evenings and no weekends. Six operatory office with digital x-ray machines in every operatory. Seller owns the building and will lease or sell the property. Retiring.

**RANCHO MIRAGE COSMETIC PRACTICE FOR SALE:** Brand new facility and equipment as of 2012. Very nice build out and quality equipment. Seller moved the practice from a nearby location where he had been in practice since 1991. The practice collects over \$750,000/year with a net income of \$200,000/year. Seller works 4 days per week with 2 days of hygiene per week. Four ops with full computerization, Dentrux software, digital x-rays, air abrasion and diode laser. Medical issues are forcing the sale.

**PASADENA FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Seller works 3 1/2 days per week with 2 1/2 days of hygiene per week. Practice collects \$450,000 per year with negligible marketing, no PPO's, no HMO, no evenings and no weekends. Seller refers oral surgery, perio and ortho. Four equipped ops in a professional building. Retiring due to health issue. Asking \$350,000.

**THOUSAND OAKS AREA ORTHODONTIC PRACTICE FOR SALE:** Established edgewise practice averages 7 starts per month on 3 1/2 days per week. Collections are over \$600,000 per year with a net income of \$195,000 per year. Good referral base. Five chairs in a bay with two individual operatories. Seller does no marketing and does not even have a website. Great opportunity to get into a growing community. Asking \$370,000.

**DOWNTOWN LOS ANGELES PRIVATE PRACTICE FOR SALE:** Located in a landmark building in downtown L.A., this four day per week practice collects \$560,000 per year and has collected \$55,000 per month for the first four months of this year with a net income of over \$240,000/year. Strong four days per week of hygiene accounts for 20% of the practice production with diagnostic procedures accounting for an additional 16%. The practice has five operatories, digital x-rays, panoramic x-ray and Softdent paperless office software. Motivated! Asking \$395,000.

**VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE:** One of only two endodontic practices within a ten-mile radius. This practice collected \$520,000 in 2013 with a net income of \$315,000. The practice receives 60 new patient referrals per month on average. The office has two fully equipped operatories with microscopes and digital x-rays plus a third operatory that is partially equipped. Recently renovated professional building with attractive rent. Asking \$330,000.

**BURBANK GENERAL PRACTICE FOR SALE:** Long 50 year history of goodwill in the community. Practice has collected \$1,550,000 plus per year for the past four years running with a net income over \$550,000 per year each year. The practice has over 9 days of hygiene per week and refers almost all endo, all oral surgery, all perio surgery, all ortho and all implant placement. The practice does not accept HMO or Denti-Cal. There are 7 equipped operatories with full computerization and digital x-rays. Asking \$1,395,000 – **SOLD AT FULL APPRAISED VALUE**

**TORRANCE GENERAL PRACTICE FOR SALE:** Located in a professional building near Little Company of Mary Hospital, this practice has consistent collections of \$600,000-650,000 for the past four years. Seller works four days per week with three and a half days of hygiene per week. Hygiene and exams account for over 38% of the practice production. Seller refers almost all endo and all ortho. The office has five equipped operatories with a sixth that is plumbed but not equipped. No capitation, no Denti-Cal, no marketing and no weekends. Seller's spouse has taken a job in San Francisco. Must move! Motivated! Asking \$350,000. **-PENDING AT FULL PRICE**

**BAKERSFIELD CLINIC PRACTICE FOR SALE:** A free standing building located on a corner of a busy street, this office was a former bank building. It has excellent visibility and parking. The office has ten equipped operatories plus two more that are plumbed but not equipped. The office is fully computerized with digital x-rays, panoramic x-ray and cerec milling unit. The practice collects just under \$1,000,000 per year with a net income of over \$500,000 per year. Asking \$750,000. – **SOLD**  
Real estate asking \$650,000. – **PENDING**



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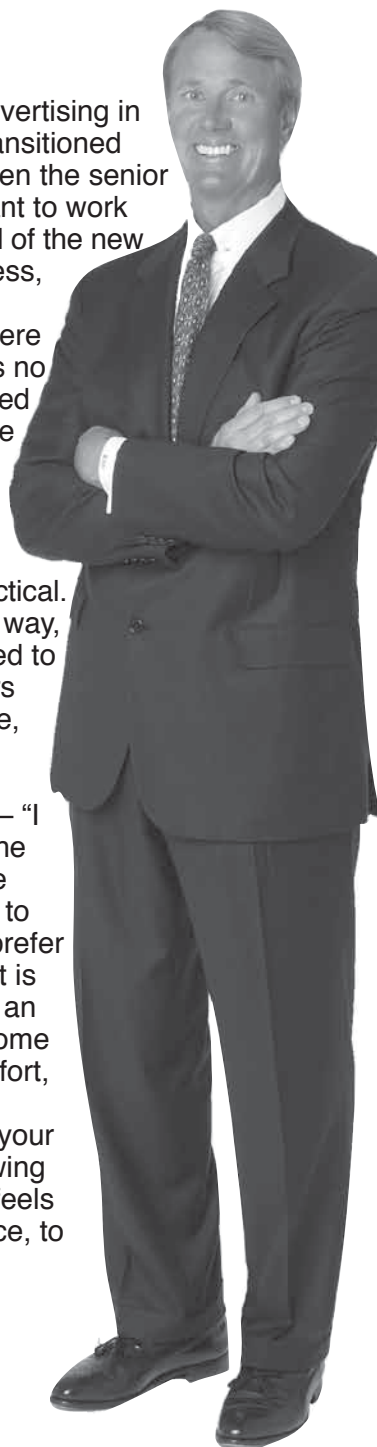
### TRANSITION LETTERS

In the now distant past, before HMO's, PPO's and advertising in dentistry, dental practices were not sold. They were transitioned from one dentist to another over a period of years. When the senior dentist reached a point in his career that he did not want to work more, he would bring in an associate that would treat all of the new patients and, over time, as the senior dentist worked less, some of the senior dentist's patients. When the senior dentist decided that he wanted to retire, the patients were already familiar with the associate dentist so there was no need for an elaborate explanation. If any money changed hands in the process, it was typically limited to the value of the dental equipment as used equipment.

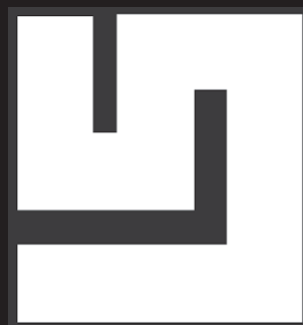
Given California's Business and Professions Code and the substantial cost associated with acquiring a dental practice, this gradual transition is simply not practical. Buyers and Sellers alike agree that it would be the best way, but the cost of the process is prohibitive as Buyers need to "hit the ground running" to generate income and Sellers are not willing to come in without compensation. Hence, the transition or introduction letter has evolved.

Many Sellers would like to tell their patients the truth – "I have retired", but to do so cuts off the appearance of the transfer of the Seller's goodwill and to tell the complete truth means to disclose that "I was paid a lot of money to transfer your care to the Buyer". Some Buyers would prefer not to send out a letter at all, which rarely works well. It is always best to send a letter that both gives the patient an expectation that they may not be seen by the Seller, some background on the Buyer to give them a sense of comfort, and, for lack of a better term the "what is in it for me" response, i.e. Dr. Buyer will be open on Saturdays for your greater convenience. The key is to inform without drawing great attention to the transition so that the patient still feels connected to the practice and will come in, at least once, to give the Buyer a chance.

For all your practice transition questions, call Kurt Skarin at 805-777-7707.



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**MODESTO DENTAL PRACTICE FOR SALE - 2013 Gross ~\$630K.** Office is located in strip mall on busy street. Spacious office with 7 equipped operatories plus 1 additional plumbed and 5 x-rays. Close to major anchor stores. #MDT78F. **\*\*New Listing!\*\***

**SAN JOSE DENTAL PRACTICE & REAL ESTATE FOR SALE** - Dental Practice is located in a professional suite close to major streets and shopping area. Real Estate ~ 1200 sq.ft., 4 fully equipped operatories. Office has 20+ years of goodwill. Listing # SJRE202E.

**HAYWARD DENTAL PRACTICE & REAL ESTATE FOR SALE - Gross ~\$290K.** Retiring general dentist looking to sell practice & real estate in a single story building at the corner. Good signage & excellent visibility from busy street. 3 eq. ops. ~1,200 sq. ft. #HW430K.

**MILPITAS DENTAL PRACTICE FOR SALE** - Busy retail center with major anchors, highly commercial, visible area. Lots of foot traffic. 4 fully equipped operatories + 2 plumbed in operatories, approximately 1,900 sq. ft. Mostly Insurance & Fee for Services.

**OAKLAND DENTAL PRACTICE FOR SALE** - Retiring general dentist looking to sell practice in two story building with excellent visibility. LOW RENT. 2 equipped ops. ~850 sq.ft. Mostly Denti-cals w/ 10-20 new pts/month. Office refers out most specialty procedures.

**OAKLAND STARTER PRACTICE FOR SALE** - Asking \$30K. 2 fully equipped operatories and 3 additional plumbed operatories. Renovated 2 years ago. Approximately 1,932 sq. ft. in professional bldg. in Downtown Oakland. Listing # H86OCC. **\*\*Reduced Pricing!\*\***

**FRESNO SUBLEASE & PATIENT CHARTS FOR SALE** - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 fully eq. ops.

**FRESNO DENTAL PRACTICE FOR SALE** - Excellent visibility from street. ~2,000 sf, 3 ops. Ample parking space. Close to Fwy 41.

**MURRIETA STARTER PRACTICE FOR SALE** - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.

**PALM DESERT DENTAL PRACTICE FOR SALE** - Seller wants to retire. **2013 Gross ~\$850K**, mostly CASH/PPO, 10+ yrs goodwill, approximately 1,700 sq. ft., 4 eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking.

**ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE - 2013 Gross ~\$850K.** Mostly CASH/PPO. Spacious office ~3,580 sq.ft. in freestanding building w/ private parking lot. 6 ops. Busy street & excellent visibility. Building generates rental income from other units.

**DOWNEY DENTAL PRACTICE FOR SALE** - Spacious office located in shopping center, 8 equipped operatories, ~3,800 sq.ft. Mostly insurance patients. Office does implants and braces on top of general dentistry. Diverse patient population. **\*\*New Listing!\*\***

**HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE - 2013 Gross ~\$275K.** Office located in shopping center on busy streets. 4 fully equipped operatories, approximately 1,200 sq.ft. Ample parking spaces. Easy access to Freeway 605. #HG423KL.

**LOS ANGELES DENTAL PRACTICE FOR SALE - 2013 Gross ~\$630K.** Seller looking to retire & sell growing dental practice with a gross increase ~\$400K in 3-4 years. 3 fully equipped operatories, approx. 1,300 sq ft., diverse patient population. High tech equipments.

**PARAMOUNT DENTAL PRACTICE FOR SALE - Gross ~\$560K.** Located on busy street in big shopping center with major anchor stores. Great visibility. Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Easy access to Fwy 710 & 91.

**SAN GABRIEL STARTER DENTAL PRACTICE FOR SALE** - Office is located in busy shopping center across from major restaurants & anchorages. Office has 2 fully equipped operatories, approximately 1,000 sq.ft. Room for expansion. Great opportunity!

**COVINA STARTER DENTAL PRACTICE FOR SALE** - Starter practice with 3 fully equipped operatories in Professional building. Next to Covina Downtown. Low rent. Ample parking space. Close to Freeway 10. #CVN71T. **\*\*New Listing!\*\***

**SOUTH GATE STARTER PRACTICE** - Corner office on major streets. Newly renovated, new equipments, computers, x-ray & Dentrax. 2 equipped ops + 6 plumbed ops. Approximately 3,200 sq.ft. Close to major supermarket, restaurants & businesses.

**MISSION VIEJO DENTAL PRACTICE & REAL ESTATE FOR SALE** - Seller would like to sell established dental practice/real estate. Real estate ~ 2500+ sq. ft., 5 equipped ops. 2013 grossed \$500K+. This is a must see! #MVRE982B. **\*\*Featured Listing!\*\***

**LAKE FOREST DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$276K. GP located on busy street in big shopping center with major anchor stores. Heavy traffic corner, very good visibility. ~1,700 sq. ft. with 3 eq ops + 2 add'l plumbed ops. Close to Fwy 5. **\*\*New Listing!\*\***

**IRVINE STARTER PRACTICE FOR SALE** - Located on busy street in big shopping center with major anchor stores. Great visibility. Approx. 1,050 sq. ft. with 3 equipped ops. Ample parking space. Easy access to Freeway 5. #IR625S. **\*\*New Listing!\*\***

**HUNTINGTON BEACH PRACTICE FOR SALE** - Starter office located in medical suite across from major shopping center. 4 ops.

**OCEANSIDE DENTAL PRACTICE FOR SALE** - Located in strip mall, 4 ops, ~1,200 sq.ft., 10 years of goodwill, mostly CASH/PPO.

**LA JOLLA DENTAL PRACTICE FOR SALE** - Office gross ~\$350K, mostly PPO Patients, 2 fully equipped operatories, ~1,000 sq ft.

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**Practice for Sale** Pasadena, asking price \$250K. Seller pursuing other interests. Seller financing available. Please call Dr.D 626-394-4559.

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*-Khaorik Janoyan, DDS*

*"Thank you Dr. Janoyan. It was a pleasure to work with you and your family to assist with the sale of your dental practice. **My practice is nothing without clients like you.** I never forget this point."*

*-Levi Barlavi, Esq.*

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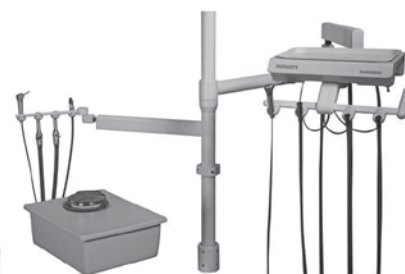
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**Dental Inventor** Have you thought of new or improved inventions for you dental practice? License you invention or obtain venture capital for your start-up. Cohen IP Law Group, PC. 310-288-4500. [www.cohenip.com](http://www.cohenip.com).

**Dental Assistant** with 13yrs.exp in all aspects of dentistry pedo, perio, os ect. seeking opportunity for employment 213-984-6230 Michael.

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**Closing Dental office** in the San Francisco. Belmont chairs, X ray, Scican Statim, assorted lab equipment. Negotiate landlord lease: [hello-kris@att.net](mailto:hello-kris@att.net).

**Allocations** of your practice purchase price may be as important as the price itself. Speak with a dental attorney to learn more. Levi Barlavi, Esq. (310) 776-LEVI. [www.dental-attorney.com](http://www.dental-attorney.com).

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President

### FEATURED LISTINGS

**CHATSWORTH (GP)** – Well established practice with 38 years of goodwill located in a single story busy strip mall. Great signage and visibility. Heavy traffic flow. Seller work 3 days/wk with Associate 3 days/wk. Practice consists of 5 equipped operatories, lab room, storage room, Pano room, sterilization room, dark room, and private office in a 1,377 sq ft office with digital cameras. It's computerized with Dentrux software. Minimal advertising. Has reasonable rent payment. Income source is ~50% insurance, ~49% cash and ~1% capitation. Grossed \$918K in 2013. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

**MURRIETA (GP)** – Well established practice with 24 years of goodwill, this office is located in a busy shopping center with ample parking. Seller works 4 days/wk with 5-6 days of hygiene/wk. Sees approximately 10-12 new/month. Income source is ~80% insurance and ~20% cash. No HMO. 100% patient referral. Practice consists of 5 equipped operatories, 1 plumbed not equipped, equipment room, storage room, sterilization/lab combo room, private office and play room (plumbed) in a 1,856 sq ft office. It's computerized with Softdent software and digital x-ray. Grossed \$581K in 2013. Great practice. Seller will be moving out of state. Please don't hesitate to contact your CPS Agent for more details. **Property ID #4529.**

**OJAI** – This general practice established in 1974 and it is located in a one story free standing building near residential area and across the street from a school. Retiring dentist works 4 days per weeks with 5 days per week of hygiene and sees approximately 7-10 patients per day. Income source is ~80% insurance and ~20% cash. No advertising. 100% patient referral. Practice consists of 4 equipped operatories, lab room, sterilization room private office and storage/equipment room in a ~1,300 sqft office. The practice is computerized with Care Stream software. The average of the major equipment is 7 years to older. Has reasonable rent. Practice grossed \$509K for 2013. The monthly revenues are \$44K. It's an excellent opportunity in a great area. Please contact your CPS Agent for more details. **Property ID #4515.**

**TORRANCE** – General practice located in a busy single story shopping center with lots of traffic. Practice consists of 3 equipped operatories, sterilization/lab combo, consultation room, lounge room, and private office in a ~1,046 sq ft suite. Computerized with digital x-ray. Seller works 4 days/wk and sees approximately 10-12 new patients/mo. No HMO. Grossed \$321,051 in 2013. Averaging \$27K in monthly revenues per month. Great office. Please contact your CPS Agent for more details. **Property ID #4477.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GREATER LOS ANGELES COUNTY

**AZUSA** – This General Practice established 9 years ago and is located in a single story building. It's also located on a main street on Azusa, store-front with heavy traffic flow and excellent street visibility. Near shopping centers and new goldline station. Practice consists of 2 equipped operators, 3 plumbed not equipped operators, lab room. Sterilization room, storage room and private office in a ~2,000 sq ft office. It's computerized with Dentrax software and digital x-ray. Seller currently works 2.5 days/wk, Endo 1x/mo, Ortho 1x/mo, and O.S. 1 x/mo. Seller sees ~6-12 new patients/mo. Income source is ~57% insurance, ~37% cash and ~6% capitation (~\$1,200/mo in cap check). Grossed \$258,178 in 2013. Great opportunity for growth. Please contact your CPS Agent for more information. **Property ID #4499.**

**CHATSWORTH (GP)** – Well established practice with 38 years of goodwill located in a single story busy strip mall. Great signage and visibility. Heavy traffic flow. Seller work 3 days/wk with Associate 3 days/wk. Practice consists of 5 equipped operators, lab room, storage room, Pano room, sterilization room, dark room, and private office in a 1,377 sq ft office with digital cameras. It's computerized with Dentrax software. Minimal advertising. Has reasonable rent payment. Income source is ~50% insurance, ~49% cash and ~1% capitation. Grossed \$918K in 2013. Great opportunity. Please contact your CPS Agent for more information. **Property ID #4537.**

**GLENDALE (GP)** – Well established practice with 22 years of goodwill. This great office is located in a 2 story building (on first floor) with excellent traffic flow. Seller is currently working 3.5 days/wk with 1 day/wk of hygiene. Seller sees approximately 20 new patients/mo. The practice consists of 3 equipped operators, lounge room, 2 storage rooms, sterilization room, and private office in 1,050 sq. ft. suite. No advertising. 100% patient referral. Equipment semi new to older. Income source is ~51% insurance, ~30% cash and 19% capitation (~\$4,300/mo in cap checks). Grossed \$422,589 in 2013. Has a buyer's net of \$170,766. Seller will be retiring. Please contact your CPS Agent for more information. **Property ID #4503.**

**HAWTHORNE** – General turn-key practice located in a corner single story free standing building with excellent visibility and private parking lot. It has been a landmark for dentistry for over 65 years. The practice has recently been remodeled and consists of 6 equipped operators and 1 plumbed not equipped operator in a ~1,997 sq ft office. It's computerized with Eaglesoft software and Digital X-ray. Seller is working 1 1/2 days per week with Associate 1 day per week. See approximately 8-10 patients per day. Income source is ~14% insurance and ~86% cash. Minimal advertising. Excellent opportunity for a full time Buyer. Seller will be focusing on primary office. Contact your CPS Agent for more information. **Property ID#4519.**

**LOS ANGELES** – Turn-key general practice located in a multi story professional building. This modern designed practice consists of 3 equipped operators, sterilization, and private office in a ~824 sq ft suite. The office is computerized with Easy 2000 software and the equipment is ~new to 3 years old. Has a long term lease. Seller is currently working 1 day/wk and sees ~8-10 patients/day and ~10-15 new patients/mo. Income source is ~50% insurance and ~50% cash. No HMO. Small advertising. It's a great potential for a full time and right buyer. Seller will be focusing on primary practice. Please contact your CPS Agent for more information. **Property ID #4467.**

**LOS ANGELES** – Leasehold Improvements Only!! Modern office in a well known multi story professional building with 1 plumbed not equipped operator, Open bay for 4 chairs (plumbed), x-ray room, lab sterilization room, and storage room in a ~1,173 sq ft suite. Seller established the practice in 2003 and has outgrown space and moving nearby. Great opportunity for a GP or Specialist (No Ortho). Please contact your CPS Agents for more information. **Property ID #4491.**

**NORTH HOLLYWOOD** – Turn-Key General Practice located in a single story building with great visibility and rear parking. Well established practice with over 20 years of goodwill. Seller works 3 days/wk and sees approximately 6-10 patients/day. Income source is ~70% insurance and ~30% cash. Accepts only PPO plans. Does minimal advertising. The practice consists of 3 equipped operators in a 1,250 rentable sq ft office. It's computerized with Lytec software and has a new digital x-ray. Grossed approximately \$195,015 in 2013. Great potential for a full time buyer. Please contact your CPS Agent for more details. **Property ID #4523.**



# CALIFORNIA

## Specializing in the Selling

Alice C. King, V.P.

**TORRANCE (GP)** – Modern designed fee for service practice located in a two story professional building. Corner location with heavy traffic flow. Have over 44 years in goodwill. Practice consists of 3 equipped operatories, 1 plumbed not equipped for expansion, with digital x-ray and Eaglesoft software. Motivated seller works 4 days/wk with 1.5 days/wk of hygiene and sees approximately 12-15 new patients per month. Grossed \$314,250 in 2013. Have revenues of \$27K/mo. Please contact your CPS Agent for more information about this great office. **Property ID #4375.**

**TORRANCE** – General practice located in a busy single story shopping center with lots of traffic. Practice consists of 3 equipped operatories, sterilization/lab combo, consultation room, lounge room, and private office in a ~1,046 sq ft suite. Computerized with digital x-ray. Seller works 4 days/wk and sees approximately 10-12 new patients/mo. No HMO. Grossed \$321,051 in 2013. Averaging \$27K in monthly revenues per month. Great office. Please contact your CPS Agent for more details. **Property ID #4477.**

### ORANGE COUNTY

**ANAHEIM** - Leasehold Improvements & Equipment Only! In existence since circa 1965, this practice is located on a major busy street in a free standing building. It's right down the street from amusement parks and restaurants in a heavy retail area. The practice consists of 4 equipped operatories, lab/sterilization combo, private office, lounge/business office and dark room in a 1,327 sq ft office. It has a relaxed atmosphere. It is enhanced by garden views from the operatories giving natural light. Seller is moving his office to a new building. Great opportunity. Please contact your CPA Agents for more details. **Property ID #4517.**

**ANAHEIM** – Leasehold Improvements & Equipment Only! Historical dental office since 1989 located in a single story building with private parking. In busy intersection and surrounded by shopping centers and residential areas. Great signage. Practice consists of 4 equipped operatories in a 1,680 sq ft office. It's computerized with Diamond Dental software. Motivated seller is the Landlord. Great opportunity for a GP. Please contact your CPS Agent for more details. **Property ID #4535.**

**FOOTHILL RANCH** – Price Reduced! Leasehold Improvements and & Equipment Only! Beautiful office with 2 spacious equipped operatories and 2 plumbed not equipped for expansion, sterilization area, large lounge and private office. Practice located in a 2 story medical / dental building on the second floor in a 1,754 usable sq ft suite. Great opportunity for a GP or Specialist. Motivated seller moved office leaving a clean, bright, nicely designed suite. Please contact your CPS Agent for more details. **Property ID #4425.**

**FOUNTAIN VALLEY** – Turn-key general practice with 40 years of goodwill. This practice is located in busy shopping center. Retiring seller is working 3 days/wk and sees approximately 5-10 patients/day. Practice is ~80% insurance and ~20% cash. No advertising. 100% patient referral. Consists of 3 equipped operatories and 1 plumbed not equipped operator. Not computerized. Grossed \$140,251 in 2013. Good opportunity for a 1st time buyer. Please contact your CPS Agent for more details. **Property ID #4545.**

**MISSION VIEJO** - Well established General Practice with over 40 years of goodwill. Office located in a single story Medical / Professional building. It's conveniently located near the 5 freeway and on one of the busiest intersection in the city. Retiring Seller is currently working 3 days/wk, 1 GP 2 days/wk, and 1 Perio 1 x/mo with 10.5 days/wk of hygiene. Income source: ~40% insurance and ~60% cash. No HMO. 100% Patient referral. Have revenues of \$109K per month and grossed approximately \$1,329,511 in 2013. Practice consists of 8 equipped operatories with garden views, digital x-ray, computerized with Dentrix software in a 2,750 sq ft suite. The office prides itself of modern dentistry, using the latest materials and technology. Please contact your CPS Agent for more information. **Property ID #4469.**

**RANCHO SANTA MARGARITA** – Leasehold Improvement Only!! This modern designed practice consists of 4 plumbed not equipped operatories, sterilization/lab combo area, lounge room, storage room and private office in a ~1,267 sq ft suite. It's located in a two story dental building with heavy traffic flow. Motivated seller purchased condo nearby. Seller is offering the buyer the ability to utilize the office 2 days/wk until seller moves out. Excellent opportunity for GP or Specialist. Please contact your CPS Agent for more information. **Property ID #4483.**



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P/Partner

**SANTA ANA (GP)** – Price Reduced! Turn-Key practice with 10 years of goodwill is located in a busy one story shopping center. Just off the 55 freeway. Motivated seller works 3 days/wk and sees approximately 14-15 new patients/mo. Modern designed practice consists of 3 equipped operatories, Panorex x-ray room, consultation room (plumbed), sterilization & lab combo, small lounge room, equipment room, and private office in a ~1,400 sq ft office. Has revenue of approximately \$19K/mo on a part time schedule. \$400 of Cap income per month. Seller is moving out the country. Beautiful office and great opportunity. Please contact your CPS Agent for more details. **Property ID #4423.**

**SANTA ANA (GP)** – With over 30 years this practice is located in a two story professional building. Have excellent street visibility, heavy traffic flow and easy freeway access to the 5 freeway. The office is open 4 days/wk and sees approximately 13-16 patients/day. The practice consists of 5 equipped ops, 1 plumbed not equipped, lab room, lounge room, pano room, storage room, sterilization room, dark room and a private office in a 2,255 sq ft suite. Office is not digital. The equipment is approximately 6 years old. It's computerized with Starbright software. Income source is ~90% insurance and 10% cash. Seller does minimal advertising, mainly patient referral. Grossed approximately \$472,219 in 2013. Buyer's net of \$147,121. Sellers are absentee owners and will be focusing on their 2 other practice is the L.A. County. Please contact your CPS Agent for a practice profile. **Property ID #4479.**

**SANTA ANA (GP)** – Seller established practice in 2006 and is located on the first floor of a 3 story medical/dental building. Practice is located on one of the busiest intersections of Santa Ana. This modern designed office consists of 3 equipped operatories, lab room, sterilization room, private office, storage room, and lounge room in a 1,208 sq ft suite. Computerized with Eagle soft software. The equipment is new to 8 years old. NO HMO. Minimal advertising. Grossed \$1,093,288 in 2013. Seller works 2 days/wk and sees ~20-24 patients/day. Great practice. Please contact your CPS Agents for more details. **Property ID #4547.**

**TUSTIN (ORTHO/GP)** - Leasehold Improvements and & Equipment Only! New beautiful state-of-the-art built out practice is located in a two story medical / dental building. This amazing practice consists of 5 chairs in open bay, sterilization / lab combo area, x-ray Pano room, and a private office. Previously an Orthodontic practice with over 25 years and has been known as a landmark to the surrounding community. The office is ~1,448 sq. ft. Free rent through the end of July. Excellent opportunity for a start-up. Seller specializes in elite build outs. A must see!! Please contact your CPS Agent for more information. **Property ID #4493.**

**TUSTIN** – Leasehold Improvements & Equipment Only! Modern designed practice located on a busy intersection in a single story professional plaza with private parking. Surrounded by shopping centers and residential areas. A dental office circa 1990. Practice consists of 4 equipped operatories and 3 chairs in open bay in a 2,600 sq ft suite. It's computerized with Diamond Dental software. Equipment is new to 10 years old. Seller is landlord. Great opportunity for a GP. Please contact your CPS Agent for more details. **Property ID #4533.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CATHEDRAL CITY** – Established is early 2013, this general Turn-Key practice is located in a corner free standing building with rear parking and heavy traffic flow. Absentee owner with 2 Associates working 6 days/wk and seeing approximately 38 new patients per month. Income source approximately 80% insurance and approximately 20% cash. NO HMO. Does minimal advertising. The large practice consists of 4 spacious eq. ops, 3 plumbed not equipped, lab, sterilization area, lounge, large office manager office, Pano X-ray room, and storage room on ~5,800 sq. ft. office. Has new equipment. It's computerized with Dentrux software. Great opportunity for a GP or Specialist. Contact your CPS Agent for more details. **Property ID #4525.**

**CHINO** – Established in 1996, this general practice is located in a busy single story strip mall. The practice consists of 4 equipped operatories, 1 plumbed not equipped operatory, sterilization/lab room, lounge room, 2 storage rooms, dark room, and 2 private office in a ~1,620 sq ft suite. Computerized with Eaglesoft software. No digital. Seller works 3 days/wk and sees ~15-25 patients/day. Grossed ~\$401K in 2013. Practice is ~78% Denti-cal. Contact your CPS Agent for more details. **Property ID #4495.**

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**REMINDER: Net Income is Buyer's Net Income after Debt Service. BACK UP OFFERS ARE ALWAYS ENCOURAGED!!!**



# CALIFORNIA

## Specializing in the Selling

Tina Ochoa, V.P.

**CHINO HILLS** - Leasehold Improvement & Equipment Only! This dream practice was built out when a rare opening in the Costco Center became available. Everything is completely new, and built out exquisitely. Over \$8,000 was invested in just the frameless glass frontage, giving maximum exposure to the restaurants and retail store next to, and surrounding our practice. There is more traffic in the parking lot, than many major intersections in the area. The practice consists of 3 equipped operatories, 2 plumbed not equipped, lab & sterilization area, lounge room, storage room, consultation room, dark room, and private office in a ~1,470 sq ft suite. Move on your dream practice now, or it will be somebody else's! Area is surrounded by residential homes. **Property ID #4501.**

**LA QUINTA** - One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dexis software, intra oral camera and Dexis Digital X-ray. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. **Property ID#4531.**

**MURRIETA (GP)** - Well established practice with 24 years of goodwill, this office is located in a busy shopping center with ample parking. Seller works 4 days/wk with 5-6 days of hygiene/wk. Sees approximately 10-12 new/month. Income source is ~80% insurance and ~20% cash. No HMO. 100% patient referral. Practice consists of 5 equipped operatories, 1 plumbed not equipped, equipment room, storage room, sterilization/lab combo room, private office and play room (plumbed) in a 1,856 sq ft office. It's computerized with Softdent software and digital-x-ray. Grossed \$581K in 2013. Great practice. Seller will be moving out of state. Please don't hesitate to contact your CPS Agent for more details. **Property ID #4529.**

**PALM DESERT - Price Reduced!** - General Practice established in 1999 is located in one story building with ample parking and excellent signage. This modern designed office consists of 5 equipped operatories with digital x-ray and Practice Web software in a 1,665 sq ft suite. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-14 new patients/mo. Income source: Insurance / Cash / Capitation (~\$3,000/mo). 100% patient referral. Have monthly revenues of ~\$28K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

**PALM SPRINGS** - General practice established in 2005 and located in a one story free standing building. Practice consists of 3 equipped operatories with Practice Web software and digital x-ray. Major equipment is approximately 2 years old. Suite is 1,200 sq ft. Seller is working 5 days/wk and sees approximately 8-10 patients/day. Income source is ~25% insurance / ~65% / ~10 Denti-cal. Does little advertising. Grossed \$357,312 in 2013. Please contact your CPS Agent for more information. **Property ID #4487.**

**SAN BERNARDINO - Price Reduced!** - Well established General Practice with over 20+ years of goodwill located in two story professional building. Great street visibility. Seller works 2 days/wk with Associate 2 days/wk, Ortho 1x/mo, Perio 1x/mo and O.S. 1x/mo. The income source is 50% insurance, 20% insurance & 30% Capitation (\$7K-\$8K in monthly cap checks). No advertising. 100% patient referral. Practice consists of 13 equipped operatories, 1 plumbed not equipped, storage room, Panorex x-ray room, 2 sterilization area, 2 business offices, and 4 private offices in a 4,000 sq ft suite. Computerized with Dentrix software. Major equipment is approximately 5-20 years old. Great large practice. For more details, please contact your CPS Agents. **Property ID #4419.**

### SAN DIEGO COUNTY

**RANCHO BERNARDO** - Leasehold and Equipment Only! - Practice located in a modern single story busy shopping center. This practice consists of 8 equipped operatories, lab room, lounge room, storage room, computer room, x-ray room, consulting room, sterilization room, and 3 private offices in a 3,808 sq ft office. It's computerized with Eagle Soft software. Equipment is ~2 years old. Great office. Please contact your CPA Agents for more details. **Property ID #4541.**

**VISTA** - Well established general practice with 35 years of goodwill is located in a Medical / Dental building with ample parking. This practice consists of 4 fully computerized equipped operatories, with Dentrix software and intra oral camera and digital x-ray in a ~1,608 sq ft suite. Fee for service practice. Seller will be moving out of area. Grossed approximately \$883K in 2013. Has monthly revenues of \$73K. Has excellent signage. Please contact your CPS Agent for more details. **Property ID #4507.**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### VENTURA, SANTA BARBARA & KINGS COUNTIES

**OJAI** – This general practice established in 1974 and it is located in a one story free standing building near residential area and across the street from a school. Retiring dentist works 4 days per weeks with 5 days per week of hygiene and sees approximately 7-10 patients per day. Income source is ~80% insurance and ~20% cash. No advertising. 100% patient referral. Practice consists of 4 equipped operatories, lab room, sterilization room private office and storage/equipment room in a ~1,300 sqft office. The practice is computerized with Care Stream software. The average of the major equipment is 7 years to older. Has reasonable rent. Practice grossed \$509K for 2013. The monthly revenues are \$44K. It's an excellent opportunity in a great area. Please contact your CPS Agent for more details. **Property ID #4515.**

### SPECIALTY OFFICE LISTINGS

**FONTANA (PEDO)** – Modern designed office located in a new single story multi use building with incredible camera system outside as well as internally. Motivated seller owns the suite and is open to sell. State of the art practice consists of 2 fully equipped operatories and 3 chairs in open bay. Office is open 4-5 days/wk. Income source: 15% insurance and 85% Denti-cal. The staff speaks Spanish to accommodate the large Hispanic population in the area. The spacious office has tall ceilings and is credibly well laid out complete with a theatre setting in the lobby area to accommodate the patients. Please contact your CPS Agent for more information. **Property ID #4301.**

**IRVINE (PEDO)** – Established in 2004 this modern designed practice is located in a two story medical dental building with ample parking. Practice consists of 3 equipped operatories, 1 plumbed not equipped. Lab room, sterilization room, Pano x-ray area, and private office in a ~1,319 sq ft suite. It's a computerized office with Dentrix software and digital x-ray. Seller works 3.5 days/wk and sees approximately 10-14 patients/day and approximately 17-20 new patients/mo. Does minimal advertising, most is referral. Income source is ~70% insurance and ~30 cash. Grossed \$302,596 in 2013. Has a Buyer's net of 120,307. Seller will be teaching part time. Please contact your CPS Agent for more information. **Property ID #4521.**

**LOS ANGELES (PERIO)** – Beautiful practice located in the very desirable Miracle Mile. The office offers an incredible built out consist of 5 equipped operatories with amazing views to the city. No digital x-ray, however, is completely prewired through discrete floor access for all computers and digital x-ray. Major equipment is 5 years and has Dentrix software. Seller is currently working 4 days/wk and sees approximately 14-16 new patients per month. Income source is ~20% insurance and ~80% cash. The practice was establishes approximately 18 years ago. Grossed \$626,831 in 2013. Great office with a flat rate lease. Please contact your CPS Agent for more details. **Property ID #4489.**

**WEST VALLEY** - Multi Specialty office with 8 eq. ops., in a 2,007 sq ft. suite located in a professional building. Well established practice with 29 years of Goodwill. Office is attracting an average 60 new patients/mo. Seller works 1 day/wk with 2 GPs and Specialists in place. Buyer's Net of \$321,833. Please contact your CPS Agent for more details. **Property ID #4505.**

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Robert A. Palumbo:  
[rpalumbo@calpracticesales.com](mailto:rpalumbo@calpracticesales.com)

#### BUYER'S:

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Tina Ochoa - [tochoa@calpracticesales.com](mailto:tochoa@calpracticesales.com)

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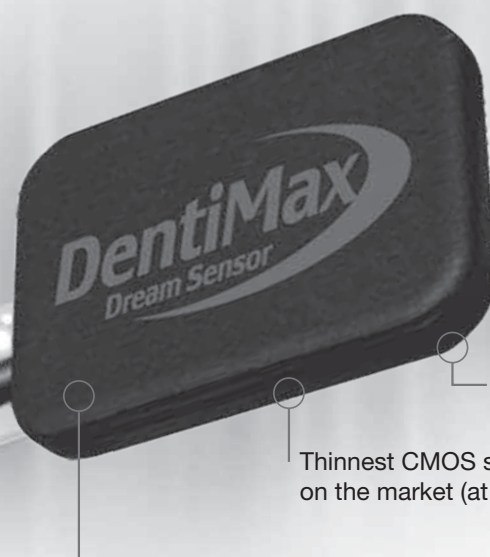




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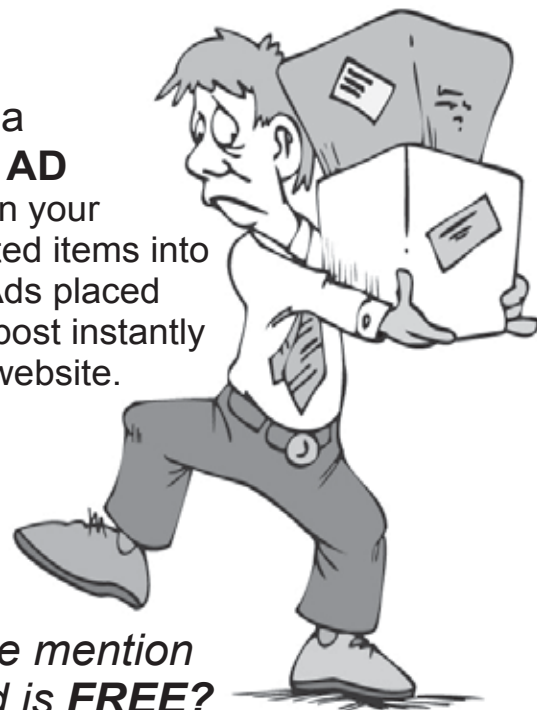
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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**COALINGA:** General Dentistry Practice with 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/wk in office, will relocate after program is complete. Excellent opportunity for a new dentist or an established dentist looking for a satellite office. Practice #CA564

**EASTERN SIERRAS:** General Dentistry Practice – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528

**FOLSOM/EL DORADO HILLS:** PRICE REDUCED - Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg./wk. Practice utilizes Dentrrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103

**FREMONT:** Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553 – In Escrow

**FRESNO:** General Dentistry Practice and Building. Building is free standing with parking. 3 treatment ops and 2 hyg. ops w/space for 3 add'l ops. 20 new patients/month, 5 ½ days hyg. 2013 GR were \$708K. Started by owner in 1997. #CA144

**GRANITE BAY:** General Practice. Newly remodeled office in great Granite Bay location, 3 equip. ops, 2 more available. Much of the equipment was purchased since July 2012. Dentrrix, Digital X-Rays, 2013 GR on 8 days/month \$236K+ as of 12.11.13. Owner relocating out of country. #CA128 – In Escrow.

**GREATER LINCOLN/ROSEVILLE:** General Practice. 2,150 sq. ft. leased suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. #CA165

**GREATER PITTSBURG AREA:** PRICE REDUCED by \$122,000 - General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108

**GREATER ROSEVILLE/ROCKLIN/LINCOLN:** General Dentistry Practice. 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx. 7 years old, Eaglesoft software. #CA154.

**GREATER SACRAMENTO:** PRICE REDUCED by \$50,000 – General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. #CA138

**GREATER SACRAMENTO:** General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140

**GREATER SACRAMENTO:** General Dentistry Practice: Well-established GP practice in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft software, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialty services. Owner retiring. #CA156

**GREATER SACRAMENTO:** Orthodontic Practice - Like-new 2,300 sq. ft. **SOLO** with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551

**GREATER SACRAMENTO/ROSEVILLE:** General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic charts, and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126

**NORTH OF SACRAMENTO:** General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106

**NORTHERN CALIFORNIA:** Endodontic Practice: Well-established satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft. Two microscopes, Digital. 2013 GR \$319,865. #CA158

**NORTHERN CALIFORNIA:** Periodontal Practice: 5 Ops. This nicely-appointed, well-designed office has equipment will work for right or left-handed provider. Opportunity for growth. Eaglesoft software. 2013 GR \$890K+. #CA153

**PITTSBURG:** General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133

**PLUMAS COUNTY:** PRICE REDUCED – General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558

**SACRAMENTO:** General/Specialty Practice: Stand-alone, leased office with two separate suites, GP and Specialty, approx. 4,000 sq. ft. combined, GP suite has 4 Ops, Specialty suite has 6 equipped ops with 3 additional plumbed. Paperless with Dentrrix, Intra-Oral, Digital X-ray, and Pano. 2013 GR of \$1.3M+ with low overhead. #CA157

**SAN FRANCISCO – FINANCIAL DISTRICT:** General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. #CA162

**SANTA CRUZ COUNTY:** General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrrix Software. Seller is moving. Practice #CA550

**SANTA MARIA:** This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 fully equipped Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166

**S. LAKE TAHOE:** General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available), was started by owner in 1973. Average collections for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134. IN ESCROW.

**WALNUT CREEK:** Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540

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### SOUTHERN CALIFORNIA LISTINGS

**ANAHEIM:** General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101- IN ESCROW

**BAKERSFIELD:** General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed, in a 3,650 sq. ft. suite. Practice features Digital X-rays and an Oral camera in a growing area of Bakersfield with \$453K Adj. Net on \$1.2MM GR. Practice #CAM554

**BANNING:** NEW LISTING – General Dentistry Practice with 6 Ops in 1,873 sq. ft. Practice features digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. Practice #CA

**BEVERLY HILLS:** This well-appointed General Dentistry Practice has a heavy emphasis on Perio and Implants. Practice features 3 Ops, Pano, and uses ComputerAge Software. 2013 GR of \$795K with \$371K Adj. Net on 4 days/week. This great West Side LA Location has been established since 1988. Practice #CA145

**CHULA VISTA:** This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrix Software. \$493K 2013 GR, seller is retiring. Practice #CA109

**COASTAL ORANGE COUNTY:** Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566

**HUNTINGTON BEACH:** General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA155

**INDIAN WELLS:** This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530

**LA MESA:** This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127

**LONG BEACH:** General Dentistry Practice with 8 Ops, 6 equipped, in 3,100 SF. This is an associate-run practice with \$1.2M GR and 8 days of hygiene per week. Utilizes Dentrix and Digital x-rays with 3 sensors. Practice #CA152

**MURRIETA:** NEW LISTING – General Dentistry Practice with 7 Ops, Schick Digital X-rays, CEREC, and Dentrix. 2013 GR of over \$1.4MM and over \$512K Adj. Net. Practice #CA163

**NEWPORT BEACH:** PRICE REDUCED - General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. Practice #CAM534

**NORTH ORANGE COUNTY:** Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561

**ORANGE:** Removable Prosthetic Dental Practice with 3 Ops, 2 Equipped, 1 plumbed, not equipped. Practice is in a very busy retail center near mall and freeway. \$279K GR and \$125K Adj. Net in 2013. Practice #CA142 – IN ESCROW

**ORANGE COUNTY:** General Dentistry Practice with 2013 GR of over \$900K, Adj. Net of \$393K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132 – IN ESCROW.

**ORANGE COUNTY:** NEW LISTING – Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.3MM. Practice #CA164

**REDLANDS:** NEW LISTING - General Dentistry Practice with 3 Ops has been established for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. Practice #CA160

**RIDGECREST:** General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523

**RIVERSIDE:** This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120

**SAN BERNARDINO:** This General Dentistry Practice has 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. Practice #CA150

**SAN CLEMENTE:** This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed, has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. 2013 GR of \$170K working 3 days/week, room to grow! Practice #CA129

**SAN DIEGO:** General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2013 GR of \$295K. Practice #CA130

**SAN FERNANDO VALLEY:** NEW LISTING – General Dentistry Practice with 3 Ops, 2 Equipped, 1 add'l plumbed. Practice has been established over 30 years. Practice utilizes EagleSoft and Schick Digital X-rays. 2013 GR \$177K. Practice #CA159

**SANTA ANA:** General Dentistry/Pedo/Ortho practice on a main street in Santa Ana. Practice has been established for over 20 years in a free-standing building. Practice is fully computerized, has Pano and Intra-oral camera. Gross receipts of \$424K with \$222K Adj. Net, Denti-Cal makes up approx. 35% of business. Practice #CA136

**SOUTH COUNTY SAN DIEGO:** General Dentistry Practice & Free-standing Bldg with ample parking on a busy, highly visible main street. 1,200 SF, established for 38 years, 4 Ops, dentist & PT Hyg with GR of \$310K for 2013 on 150 days. Seller is retiring. Practice #CA148 – IN ESCROW

**THOUSAND OAKS:** FACILITY ONLY - Move-in ready Thousand Oaks office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrix with 4 computer workstations, equipped business office, and sterilization area. Great start-up location, satellite office or Specialist location - 7 General Dentists in the building. Full inventory and photos available. Practice #CA137

**TUSTIN:** General Dentistry Practice with 3 Ops in a professional building. Practice has been established for almost 60 years. Great location on main street near freeway. 2013 GR of \$300K with \$103K in Adj. Net. Dentrix and CEREC machine. Practice #CA131

**VICTORVILLE:** NEW LISTING – General Dentistry Practice with 3 Ops plus 3 plumbed for expansion, 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net. Established 34 years. Practice #CA149

**WEST LOS ANGELES:** General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! Practice #CA117 – IN ESCROW

**YORBA LINDA:** General Dentistry Practice with 4 Equipped Ops, 1 Plumbed in a professional building. Practice is on a main street and has been established for 30+ years in this family community. 4 days of hygiene/week with EagleSoft, digital x-rays, and paperless. 2013 GR of \$914K and \$301K Adj. Net. Practice #CA146

**YORBA LINDA:** General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years. Practice has 3 days of hygiene and 3 doctor days per week and has \$380K GR for 2012. Practice #CAM531

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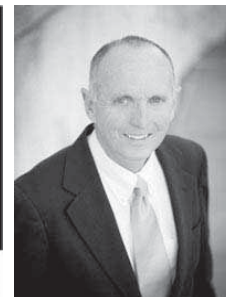
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**ORAL SURGEON WANTED** 1x month. South Bay. PVT/PPO office. Please email interest to: [pacificbluedental@yahoo.com](mailto:pacificbluedental@yahoo.com). Thank you.

**ORAL SURGEON SPECIALIST** to provide procedures in your office. Impactions, Apico, Implants, Grafts, Have own equip. Call 949-514-8714 or [socalomfsdds@gmail.com](mailto:socalomfsdds@gmail.com).

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**Trophy Digital Panorex** The tube head has oil leak, needs to be replaced, otherwise works great. \$3500 obo contact 916.774.1605.

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*If you haven't yet learned to place mini implants now is your chance*



**Sunday, September 14, 2014**  
**Registration 7am 8 CE Units**



Embassy Suites Hotel, 11767 Harbor Blvd., Garden Grove, CA 92840  
Continental Breakfast & Fabulous Lunch Buffet Included Free Parking

### Speaker - Instructors:

**Raymond Choi, DDS:** Mini Implants: Profitable Everyday Instant Problem Solvers  
**Robert Phillips, CPA:** Accounting & Finances for Dentists and Dental Offices  
**Anita York, Esq:** Employer-Employee Legal Issues

**The Afternoon session with attorney Anita York is open to general dentists, specialists and their spouses. Other office personnel may attend if they wish.**  
**All attendees are invited to our fabulous buffet lunch**

### Registration Form

Dental License No: \_\_\_\_\_ 6-digit AGD # if you are currently a paid-up member: \_\_\_\_\_

**DR / RDH / RDA / DA / Spouse (Circle)**

Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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☐ Visa ☐ MC ☐ Amex ☐ Discover # \_\_\_\_\_ Exp. \_\_\_\_\_ Security Code \_\_\_\_\_ Amount \_\_\_\_\_

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**Cancellation Policy: Must be within 10 days of the meeting for a 90% refund.**

<u>Tuition Due by September 7, 2014</u>	<u>After September 7, 2014</u>	<u>At the Door</u>
AGD Member \$195	\$225	\$300
Non-AGD Member \$225	\$275	\$350
Dental Auxiliary/Spouse \$125	\$135	\$175

Checks are payable to SCAGD, 2720 Aqua Verde Circle, Los Angeles, CA 90077-1502  
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Email: [drrobertgarfield@aol.com](mailto:drrobertgarfield@aol.com) Your credit card information is secure



### Future CE Meetings in 2014:

December 7, Oral Surgery.

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**PLANMECA PANORAMIC CASSET** like new, with digital name, date print out. 15x30cm. Call Estelle 714-953-1000x2 \$300.00 (includes 2 cassettes).

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**Looking for general dentist** to work part/full time in west LA area. please submit your resume at gofamilysmile@gmail.com.

**Help Provide** Dental Screenings for Children in the San Gabriel Valley The San Gabriel Valley Foundation for Dental Health provides dental screenings and education to thousands of children each year. Donate your time to help. Call 626-688-6407 or visit www.sgvfdh.com.

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**Dentist wanted** Must be able to work Tuesdays and Wednesdays and Saturday. Required two years experience. send resume to smoothdental@gmail.com.

**San Marcos Dentist** looking to merge his practices with another established local dentist. Great opportunity! Call 760-207-4578 for more information.

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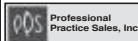


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SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1 LABOR DAY	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
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August

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October

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## SEPT. 1: LABOR DAY

## SEPT. 4-6: CDA DENTAL CONVENTION

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**Encino office** for rent, 3 operatories. Up to 3 days a week. Great location, corner of Woodley & Ventura Blvd. 818-788-0700.

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**For Sale** 10 high speed handpieces (good condition) Kavo & Lares (small & big heads) \$80-100 each Call Dr. David Ong @ 925-368-6055.

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**Hyg.Instruments & Cassettes!** Selling Hu-Friedy sclers-curettes of all kinds from Hygiene School. Pieces or take the whole collection. LongBeach 8054447645.

**Encino office** for rent, 3 operatories. Up to 3 days a week. Great location, corner of Woodley & Ventura Blvd. 818-788-0700.

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## **PRACTICE for SALE - RIVERSIDE County**

Established general dental practice, with \$1.5M collections. Quality practice with an excellent reputation and a well trained staff to remain in place. Upscale office located in a street front, free-standing building. 5 equipped operatories, with room to expand. Buyer must pre-qualify to receive information for this highly confidential sale.

## **PRACTICE for SALE – LA - Eagle Rock**

Established general dental practice, with annual collections of \$300,000/yr. Street front office location on a busy road. 4 fully equipped operatories renovated in 2008. pre-plumbed to expand up to 7 operatories.

## **PRACTICE for SALE**

L.A. mid-Wilshire. \$800,000+ collections. Well-established practice with attractive, upscale build-out. Visible 1st floor location. 7 Chairs and room for additional 8th Operatory in a large 3,000 sqft space. Great potential for growth. Owner wishes to retire and offers flexible transition.

## **PRACTICE for SALE – CARLSBAD**

San Diego County. Currently operating as a satellite office with 2 days/week of dentist coverage. Seller wishes to downsize due to health. Located on a major road, near affluent neighborhoods and numerous corporate office parks. 4 equipped Ops, with 5th pre-plumbed for future expansion. Upscale location, with visible signage from the street.

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## **PRACTICE for SALE – BEVERLY HILLS**

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## **PRACTICE for SALE – RANCHO CUCAMONGA**

San Bernardino County. General dental practice in a busy retail center. \$260,000 collections on part-time hours by owner. 3 equipped Ops. Seller retiring due to health and seeks a quick sale.

## **PRACTICE & REAL ESTATE for SALE**

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**Available Dental Position** for GENERAL DENTIST. Min 2 Years, KID Friendly, Good Treatment Planing. CALL 424-253-6378.

**Pedodontist/General Dentist** (minimum two years experience in all phase dentistry) wanted in Riverside/Santa Ana. Email Resume to sscrown@gmail.com.

**Burbank office sale** 3 op. G \$220. lots potential. OS, Endo refer out. Price \$270. Implant equipment included. dentalhome99@gmail.com.

**Rancho Bernardo** San Diego Practice for Sale. High quality GP practice. Affluent North County inland location. No advertising being done. 40% private pay patients. Minimal overhead. Nice ground level medical building. Ken Rubin Practice Sales (619) 299-6161 www.KRpracticesales.com.

**\*\*For Sale\*\*** Aquasil Ultra Cordless Tissue Managing Impression System Brand New. \$1,300 obo. Includes Impression Material Contact dds714@yahoo.com.

**Part-time General Dentist** with minimum 5 years of experience in all phases of restorative and cosmetic dentistry. Able to work with children and in a high volume dental office. Please email CV to Office@LBFfamilyDental.com.

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**General Dentist** Needed in San Gabriel Valley- Chinese-heavy patient base dental office looking for Mandarin speaking bilingual dentist. email: kkang98@hotmail.com.

**PC-1000 Digital** Pano for sale including computer with aptyrx license. fully working, nice image. call 909 913 9513 email mbpateldds@yahoo.com.

**Seeking dental asst** to help grow practice. Pls call (858) 480-9650. Leave name, number, email spelled out, compensation requirements.

**General dentist** needed for Friday's Office located in Moreno Valley, contact Rose at 951 697-8888.

**ENDODONTIST NEEDED** WE WILL PROVIDE ALL MATERIALS AND STAFF. NEW OFFICE EQUIPMENT. TOP COMPENSATION. PLEASE CALL 626-444-2002 OR EMAIL UICDDS@YAHOO.COM.

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Dentist's Name \_\_\_\_\_

Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

#### PLEASE MAIL TO:

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**or Fax this form to 949.498.1198**  
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**Fresno general** dental office for sale: Dentrix, digital x-ray, 3 ops, Fig Garden area. Contact at toothysmile@yahoo.com.

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**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)

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Type or print ad copy clearly: \_\_\_\_\_

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## PAYMENT MUST BE SUBMITTED WITH THE AD

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**Total** \_\_\_\_\_

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**RIVERSIDE** HMO GR \$850K LOW OVERHEAD. ESTB 20 YRS 9 OPS 3000 SQ FT INCL ORTHO HI IDENTITY THOUS'S PATIENTS 1.5 MILL POSS.

**SO ORG CTY** GRSSD \$950 2013 GORGEOUS STATE OF ART OFF 5 OPS Full Price \$795,000

**LAKE FOREST** Large office 7 ops located accross street from major employer in OC.

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**PASADENA AREA** GR \$900k HMO STOREFRONT 5 ops RE avail.

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**BAKERSFIELD** THOUSANDS OF PATIENTS LOW OVERHEAD 5 OPS CAN DO ONE MILLION BARGAIN.

**SML TWN NEAR BAKERSFIELD** 4 op practice with apt with RE \$350,000 Previous DDS retired to Rancho Santa Fe San DiEGO

**REDLANDS** Bank Repo being run by expert Internet Marketing DDS 4 ops low overhead Gr 30K/month FP 285K.

**HUNTINGTON PARK** 98% HISPANIC ESTB 40 YERS GR 600k LOW OVERHEAD incl orthodontics 4 ops 200 sq ft.

**SANTA ANA** Emergency, Seller sys discount and sell. Low overhead strip ctr. 3 ops.

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**HMO HMO HMO** 2 practices grossing 4.5 million \$35,000 cap checks per month souther calif, must sign new confidentiality agreement. ONE INCL RE. CALL TOM FITTERER.

**3237 - Anaheim Hills** Group member wanted. HI identity. GP has space to share with Specialist. Pedit/Ortho/or ?

**3240 - Redlands** GP Est-4 Ops. Shopping ctr. Should do \$300k to \$400k first year with little marketing. Great lease.\$1.00 sq.ft.FP\$285k.

**SO ORANGE COUNTY** Prestig Plaza Hi End area. Modern off 1450 sq.ft. more space avail. Unusual immediate growth, will be 1.5 within 3 yrs. BARGAIN.

**BAKERSFIELD** lady DDS must move. GR \$800K shop ctr some senior care busy office fullprice \$585,000 low overhead high net.

**3250 - Anaheim** NW Disneyland. Part time Seller. 2 days wk. HI identity. Estb 50 yrs, Gr \$20k to \$30K New dentrix & digital x-ray sys \$225K.

**3280 - Indio** 4,600 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand.

**3281 - Yucca Valley** HI identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110K.

**3287 - So. CA** \$4,500,000 Practice. HMO Est. 40 yrs. Prestigious HI identity.

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**TORRANCE** RETIREMENT GR \$300k plus 3 ops prestigious bldg nxt hospital within 5 minutes of 2nd retirement Seller buy both

**NO OF BAKERSFIELD** GR 1.5 working FOUR 6 hr days - DO MEDI-CAL and GR 2 MILLION more than 50% net.

**So of Bakersfield Practice and RE** 1800sq ft 5op and apt full price \$350K Bargain. BUILDING RECENTLY RENOVATED 6.14

**Corona/Norco** ave 90k /mo 2014 will do 1.2 in 2014 St of art 8 op office.

**PALM DESERT** estb17yrs 5 op gr \$800 Bargain.

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